

Page 1

1 IN THE UNITED STATES DISTRICT COURT
2 FOR THE NORTHERN DISTRICT OF GEORGIA
3
4 GINA SPEARMAN,)
5 Plaintiff,)
6 vs.) Case No.
7 BROKER SOLUTIONS, INC., d/b/a)
8 NEW AMERICAN FUNDING,)
Defendant.)

CONTINUED VIRTUAL DEPOSITION OF
SCOTT FROMMERT
VOLUME II
Wednesday, February 16, 2022
11:37 a.m.

Robin K. Ferrill, CCR-B-1936, RPR

Page 2

1 APPEARANCES OF COUNSEL

2 On behalf of the Plaintiff
TRAVIS C. HARGROVE, Esquire
3 MARYBETH V. GIBSON, Esquire
The Finley Firm, P.C.
4 3535 Piedmont Road, N.E.
Building 14, Suite 230
5 Atlanta, Georgia 30305-1518
404.320.9979
6 thargrove@thefinleyfirm.com
mgibson@thefinleyfirm.com

7
8
9 On behalf of the Defendant
HENRY M. PERLOWSKI, Esquire
10 Arnall Golden Gregory LLP
171 17th Street, N.W., Suite 2100
11 Atlanta, Georgia 30363-1031
404.873.8684
12 henry.perlowski@agg.com

13
14
15 ALSO PRESENT:

16 Ken Block, General Counsel, New American Funding
17
18
19
20
21
22
23
24
25

Page 3

| | | | |
|----|---|--|------|
| 1 | INDEX | | |
| 2 | CONTINUED VIRTUAL DEPOSITION OF | | |
| 3 | SCOTT FROMMERT | | |
| 4 | Wednesday, February 16, 2022 | | |
| 5 | EXAMINATION BY | PAGE | |
| 6 | Mr. Hargrove | 4 , 47 | |
| 7 | By Mr. Perlowksi | 40 | |
| 8 | | | |
| 9 | DESCRIPTION OF EXHIBITS | | |
| 10 | EXHIBIT | IDENTIFICATION | PAGE |
| 11 | Exhibit 1 | E-mail string Bates labeled SPEARMAN 1412 - SPEARMAN 1413 | 6 |
| 12 | | | |
| 13 | | | |
| 14 | | | |
| 15 | | | |
| 16 | (Original exhibits attached to the Original | | |
| 17 | transcript.) | | |
| 18 | | | |
| 19 | | | |
| 20 | | | |
| 21 | | | |
| 22 | | | |
| 23 | | | |
| 24 | | | |
| 25 | | | |

Page 4

1 CONTINUED VIRTUAL DEPOSITION OF

2 SCOTT FROMMERT

3 VOLUME II

4 Wednesday, February 16, 2022

5 MR. HARGROVE: Let's go on the record.

6 SCOTT FROMMERT,

7 called as a witness, having been previously
8 duly sworn by a Notary Public, was examined and
9 testified as follows:

10 EXAMINATION

11 BY MR. HARGROVE:

12 Q. Mr. Frommert, this is -- we previously
13 suspended your deposition that was taken on the 28th
14 and now we're back for resumption. So you're still
15 under the same oath that you were before.16 MR. HARGROVE: And, Henry, same
17 stipulations as before?

18 MR. PERLOWSKI: Yes, Travis.

19 Q. (By Mr. Hargrove) All right. And since
20 your deposition, we've reviewed the agreement you
21 have with New American Funding upon your departure.
22 And at this point we --23 MR. HARGROVE: Henry, do you want to go
24 ahead and put your statement on the record with
25 regard to that issue?

Page 5

1 MR. PERLOWSKI: Sure.

2 So, Mr. Frommert, understanding that, you
3 know, you raised concerns about compliance with
4 that agreement during your prior deposition, and
5 we've taken a look at it. And I believe it's
6 Section 5 of your agreement has obligations with
7 respect to confidential information, trade
8 secrets and proprietary data of NAF.

9 We can designate any of the portions of the
10 transcript as confidential pursuant to the
11 parties' Protective Order. So to the extent
12 that you have any concerns in that regard,
13 unless we specifically raise them, you can go
14 ahead and answer questions today because we can
15 designate portions of the transcript as
16 confidential.

17 THE WITNESS: Okay.

18 MR. PERLOWSKI: Is that -- and if you have
19 any questions as they come up, feel free to
20 raise them.

21 Q. (By Mr. Hargrove) Okay.

22 All right. Well, Mr. Frommert, we're going
23 to touch on a couple of areas today.

24 A. Can I just take one minute before we get
25 started to just turn off the fan and blow my nose and

Page 6

1 then we can get started? That way I'm not so super
2 nasally when I'm answering. Just --

3 MS. GIBSON: Of course.

4 Q. (By Mr. Hargrove) Absolutely. And --

5 A. I'll be, like, 60 seconds. Just give me a
6 moment.

7 Q. Yeah. Take all the time you need.

8 (WHEREUPON, there was a discussion off the
9 record.)

10 MR. HARGROVE: Let's go back on the record.

11 Q. (By Mr. Hargrove) So, Mr. Frommert, I
12 wanted to ask you a couple of questions.

13 MR. HARGROVE: And, Nick, could you upload
14 Spearman 1412?

15 MS. GIBSON: Yes.

16 MR. HARGROVE: Oh, MaryBeth is doing it.
17 Okay. Good.

18 MS. GIBSON: Scott, if you refresh your
19 screen you should get an exhibit.

20 THE WITNESS: All right. I'm in the
21 folders now.

22 (Plaintiff's Exhibit 1, E-mail string Bates
23 labeled SPEARMAN 1412 - SPEARMAN 1413, marked
24 for identification.)

25 Q. (By Mr. Hargrove) Let me know when you have

Page 7

1 it up.

2 A. Looks like an e-mail.

3 Q. Okay. And if you'll go down two-thirds of
4 the way from the top of the front page, looks like an
5 e-mail to you, Kelly, Gina, Jan Preslo and Jon Reed,
6 "Please see below for our call," correct?

7 A. That's correct.

8 Q. All right. And what I want to find out
9 from you, you had testified earlier that there was a
10 meeting on or about September 19th of 2019 in Atlanta
11 with Gina and Kelly to present the P&L model.

12 Do you recall that?

13 A. I do.

14 Q. All right. And in that meeting you said
15 there was a PowerPoint that was displayed for Gina
16 and Kelly to review. And what I want to find out
17 from you and just verify, this is not that PowerPoint
18 what's in this e-mail, correct?

19 MR. PERLOWSKI: Object to the form of the
20 question.

21 A. To the best of my recollection, I had
22 included this in there. This was part of what I
23 would have presented. Maybe not in whole.

24 Q. (By Mr. Hargrove) Okay. So just so I
25 verify, you testified about a PowerPoint presentation

Page 8

1 at that in-person meeting, correct?

2 A. Yes.

3 Q. And it's your testimony that this, what's
4 contained in Exhibit 1, this table was part of that
5 presentation but it's not the complete presentation,
6 correct?

7 MR. PERLOWSKI: Object to the form.

8 A. That's correct, to the best of my
9 recollection.

10 Q. (By Mr. Hargrove) Okay.

11 MR. PERLOWSKI: Can the court reporter let
12 Mr. Block in? I just got a note that he hasn't
13 been admitted.

14 THE COURT REPORTER: There you go.

15 MR. PERLOWSKI: Thanks.

16 MR. HARGROVE: I'll wait until he's
17 connected to ask my next question.

18 Okay. Looks like he's connected.

19 Q. (By Mr. Hargrove) Mr. Frommert, we talked
20 about and got up to the point of talking about
21 whether you had any criticisms of the 2018
22 financials. And in light of your agreement, I didn't
23 get as deep into that as I wanted to. But I want to
24 sort of revisit that area.

25 These issues with the 2018 financials and

Page 9

1 whether they reflected the true profit and loss
2 amount for NAF for 2018, are you -- do you have any
3 role, as CFO, did you have criticisms of the way
4 those 2018 financials were compiled?

5 A. Yes. First I would -- yes. What I would
6 say is I wanted to clarify that it's the internal
7 branch profitability model. So when I hear
8 financials, I hear external.

9 Q. Okay.

10 A. So it's the external branch profitability
11 modeling I guess my answer would be yes, part of what
12 I'm --

13 Q. All right.

14 A. -- you know, tasked to do.

15 Q. All right. And what are those criticisms
16 of the internal financial documents?

17 MR. PERLOWSKI: Object to the form.

18 A. I guess the highest level would just be
19 super -- you know, I could probably talk really
20 technical for a long time. The short version is at
21 the bottom of the P&L they used three different
22 layers of what they called corporate margin
23 profitability as they layered in pieces of allocation
24 from the corporation. And the way that that was
25 displayed didn't allow visibility to all of those at

Page 10

1 all times.

2 Q. (By Mr. Hargrove) Okay. And do you have an
3 understanding of who at NAF was responsible for that
4 layout with those three different layers?

5 A. I mean, it was built before I was there.
6 But to the best of my understanding it was Kristin
7 Ankeny and Jason O'Bradovich.

8 Q. Did you have any discussions with either
9 Ms. Ankeny or Mr. O'Bradovich about those three
10 layers of corporate margin?

11 A. I mean, in building the new model, yes, it
12 was talked about why they did that, what their goal
13 was. How I looked at it, how we can move from what
14 it was to what we were building.

15 Q. Okay. And what did they tell you about why
16 they did that and what their goal was?

17 MR. PERLOWSKI: Object to the form.

18 Foundation.

19 You can answer.

20 A. I think they wanted to be able to look at
21 it with -- you know, at different levels. Like, if
22 you included one thing versus two things versus three
23 things, what would that look like so that they can
24 have -- I don't really know why they did it. But I
25 know that they had different levels of input.

Page 11

1 Q. (By Mr. Hargrove) So it was never explained
2 to you why there were three different levels of
3 input?

4 A. Not in specifics that I recall exactly.

5 Q. Did you ever come to any understanding of
6 why were there were three different levels of
7 corporate margin?

8 A. When you look at something like legal
9 expenses, they would want to say where the branch is
10 profitable with or without this included. Right?
11 Operating profit versus fully inclusive profit. So
12 that's my understanding of why they had those layers.

13 Q. All right.

14 Did you have any discussions with anyone at
15 NAF about -- well, let me strike that.

16 Did you have any discussions with Rick
17 Arvielo about the corporate margin and the way that
18 it was laid out?

19 A. Yes.

20 Q. All right. Tell me about those
21 discussions.

22 A. I mean, I was tasked to rebuild the P&L
23 model for the branches. And talking through that,
24 what I built, a mock-up of what it would look like.
25 And having that next to what was in place and why we

Page 12

1 would go from this to this and how I believed it was
2 better. I mean, that's kind of the overall theme of
3 the conversations.

4 Q. When you had the discussions with
5 Mr. Arvielo, were you critical of Mr. O'Bradovich or
6 anyone else on his team from the way that they had
7 done it in the past?

8 A. I guess it would --

9 MR. PERLOWSKI: Object to the form.

10 A. I wouldn't really say "critical" as much as
11 I'd say "I want to build it this way." I could
12 just -- a better way to build it. I don't know if
13 you would call that critical.

14 Q. (By Mr. Hargrove) Okay.

15 During the time you were at NAF, did you
16 have any negative interactions or arguments with
17 Mr. O'Bradovich about the way the internal finances
18 had been reported?

19 A. I'm trying to think of how to answer that
20 because it's really not about we had negative
21 interactions about the changes and the goal to move
22 from A to B and his view versus my view.

23 Q. Okay.

24 What was explained to you what his view
25 versus your view was?

Page 13

1 A. What I was trying to build was a branch
2 profitability model. So you'd, you know, want to
3 look at the final result of kind of how I laid it out
4 versus he laid it out, you know, and saying this is
5 how I wanted to do it and he had it the other way.
6 And, you know, effectively just disagreeing that
7 that's how it should be built. I'm not sure how to
8 answer the question differently.

9 Q. Did the disagreement at all involve the
10 different buckets that would, I guess, reflect
11 different profit and loss amounts depending on what
12 was counted?

13 MR. PERLOWSKI: Object to the form.

14 THE WITNESS: Sorry, Henry.

15 MR. PERLOWSKI: No, that's okay, Scott.

16 A. I wouldn't -- I didn't build it with
17 buckets. I had just one profitability number. No
18 buckets.

19 Q. (By Mr. Hargrove) All right.

20 Did Mr. O'Bradovich believe that there
21 should still be buckets?

22 A. I mean, not that he said to me. I don't
23 think he communicated that specifically to me, no.

24 Q. Okay. Well, what exactly did he disagree
25 with about the way that you were going to have the

Page 14

1 internal reporting?

2 A. I guess the way I would characterize it is
3 if -- it's really hard to explain. But if you have
4 just, say, the numbers 1, 2 and 3 on a sheet of paper
5 and I want to go 1 point a, you know, 2 point a, I
6 would ask for that. I wouldn't get a response for a
7 while. And then he would say "I don't, you know,
8 agree with that." And effectively would be a lot of
9 conversations to give it across the finish line.

10 Q. Okay.

11 So when you wouldn't get a response, were
12 you not getting the information that you needed in
13 order to build the way that you wanted the reporting
14 to take place?

15 A. Not related to the question, I mean, that
16 you're asking right now, no. I think when you're
17 talking through building it the right way, the system
18 was owned by Kristin. It was -- you know, it's
19 called Keblar. It's a database. Changing the
20 structure and layout has to go through the
21 developers. The developers reported to her.

22 So if I said "Here's change one. I want to
23 move one and rename it A," I would have to put that
24 request through her. So I didn't have direct access
25 because those people did not work for me. I don't

Page 15

1 know if that answers your question.

2 Q. Okay. So when you wanted to change
3 something, you weren't able to just change it. You
4 had to reach out to somebody who would then make a
5 change within the financial internal reporting
6 software; is that correct?

7 A. Correct.

8 Q. Okay.

9 All right. And was what you asked to be
10 changed always changed?

11 A. I would say some of the things that were
12 more debated would get routed to a round table with
13 maybe the whole group, Christy Bunce and Rick and the
14 whole team. I would say most of them. I don't know
15 what percentage got changed. It might have just been
16 more difficult to get done than, you know, maybe I
17 would have wanted.

18 Q. When you were making these changes, were
19 you given all the information from NAF that you
20 needed to do your job?

21 MR. PERLOWSKI: Object to the form.

22 You can answer.

23 A. I did not. I had direct access to expense
24 data through A & B. I did not have direct access to
25 revenue data, as that's derived from secondary

Page 16

1 marketing.

2 Q. (By Mr. Hargrove) Did you need direct
3 access to revenue or expenses in order to do your
4 job?

5 MR. PERLOWSKI: Object to the form.

6 A. Certainly makes it easier.

7 Q. (By Mr. Hargrove) And you have been CFO of
8 other companies, correct?

9 A. Yes.

10 Q. All right. Have you ever had trouble
11 getting expense and revenue data from any of your
12 other jobs where you're CFO for the company?

13 A. No.

14 Q. Do you have any idea why you were unable to
15 get the expense and revenue data that you requested?

16 MR. PERLOWSKI: Object to the form.

17 Mischaracterizes his testimony.

18 You can answer.

19 A. I mean, I would really only be speculating
20 because it's -- I can't control what's in his head.

21 Q. (By Mr. Hargrove) Did you have any
22 discussions about why you weren't being provided all
23 the expense and revenue information you requested?

24 MR. PERLOWSKI: Object to the form.

25 Mischaracterizes testimony.

Page 17

1 You can answer.

2 A. What I guess I would say is when I would
3 ask for a change and I wouldn't get the change, I
4 would get pushback on the change, there was a point
5 where I would go to Rick and say "Hey. Like, this is
6 what I'm trying to build. These are the hurdles I
7 keep hitting with Jason. How do you want me to
8 proceed," right?

9 So -- because at that point it was very
10 difficult to accomplish my goal if I had one person
11 saying "You have six months or five months to get
12 this goal accomplished" and every time I do it
13 there's two weeks delay, how am I going to hit my
14 goal?

15 So, you know, it becomes important to
16 communicate that and either get acknowledgment and
17 then a further-out date or some acknowledgment.

18 Q. (By Mr. Hargrove) I want to shift gears a
19 tad here. I say "a tad" but I'm jumping around a
20 little bit from the initial phase of your deposition
21 and talk about your departure from NAF.

22 Can you walk me through what led to your
23 departure at NAF?

24 A. I can give you my perception of it. I
25 mean, ultimately when we continued -- when I

Page 18

1 continued to ask for a change and I wouldn't get a
2 change, I would say to Rick "If I can't make these
3 changes, then I can't own this. This isn't going to
4 work. You know, I'm supposed to be running this."

5 And so I think, you know, there were
6 several meetings where me, him and Jason and Christy
7 would be in the room basically trying to work through
8 the tension between us. And effectively, I think,
9 five times of me saying "It's not going to work" they
10 just said "You're right. It's not going to work."

11 Q. All right. So what was the tension that
12 was going on between you, Jon and Christy that was
13 being addressed in these meetings?

14 MR. PERLOWSKI: Object to the form.

15 Foundation.

16 A. Jason and Christy. I think you said Jon.

17 Q. (By Mr. Hargrove) I'm sorry.

18 A. I mean, it would be these changes. It
19 would be, you know, getting access to the revenue
20 data, getting -- changing, you know, something from 1
21 to 2 or A to B, right? And that not happening.
22 Right? And the pushback that I would get.

23 And, you know, I just can't -- it makes it
24 very challenging to do your job when every day you're
25 dealing with that and somebody is clearly putting up

Page 19

1 blockades.

2 Q. And who was it that was putting up the
3 blockades?

4 A. Some version of Jason or Kristin. You
5 know, a combination depending on the day of the week
6 or the topic.

7 Q. Revenue data, I just want to make sure that
8 I'm clear. You did not, as the CFO, have direct
9 access to NAF's revenue data?

10 A. There's a difference for this report. The
11 revenue data for the external reports flows through.
12 When you sell the loan you get a Purchase Advice. I
13 had access to that. Right? I have full access to
14 that, what's booked when you lock the loan.

15 Without getting too complicated, you might
16 think you're going to sell it for two dollars. If
17 the market moves up and down, there's a derivative
18 hedge that offsets that. You can't look at the final
19 sale price. I did have access to the final sale
20 price.

21 When you lock the loan, what you expect to
22 make off of it is known. You know, effectively you
23 lock it. If somebody looks at the market and says
24 "Okay. It should be worth 102 at this point in
25 time," that's how you build branch profitability.

Page 20

1 It's not off of actuals. You couldn't do it off of
2 actuals because of the derivative, so I did not have
3 access to the expected gain on sale raw data.

4 Q. Okay. Did you ask to have access to the
5 expected data on sale raw data that you needed?

6 A. Yes.

7 MR. PERLOWSKI: Object to the form.

8 THE WITNESS: Sorry, Henry. I'll pause.

9 MR. PERLOWSKI: That's okay.

10 A. Yes.

11 Q. (By Mr. Hargrove) All right. Who did you
12 ask?

13 A. I mean, I think I asked Jason. I asked --
14 I basically would ask Jason and not get it and tell
15 Rick I wasn't getting it. He would say "Work it out
16 with Jason." And we kind of went in a circle.
17 Discussed the issue with Christy Bunce as to not
18 being able to get it. You know, ended up in a
19 meeting where the three of us would talk about it.

20 You know, at some point it was "Hey, give
21 him the data" and then I didn't get the data, which
22 is towards the end. And I basically said "You need
23 to give me the data. You agreed. We all agreed to
24 give me the data on this day."

25 You know, I think that's when Rick

Page 21

1 basically called me and said "You know, you're not
2 going to get the data." I don't know. "You're not
3 getting it." And two days later I was gone.

4 Q. So after they agreed to give you the data,
5 Rick then said "We're not giving you the data,"
6 Mr. Frommert?

7 A. That's correct.

8 Q. All right. Do you have any idea why?

9 A. I mean, he ultimately said he didn't trust
10 me. That's the answer he said. I don't know.

11 Q. Having that data, what negative could have
12 befallen NAF by you having the data you needed as CFO
13 to do your job?

14 MR. PERLOWSKI: Object to the form.

15 Foundation. Speculation.

16 You can answer.

17 A. I don't think -- I will say at that point
18 it was just a very broken relationship. I couldn't
19 tell you. You'd have to ask Rick.

20 Q. (By Mr. Hargrove) Okay. Did you ever have
21 a discussion with Rick Arvielo about why you were not
22 being given this data that you had been told you
23 would be provided?

24 A. Yes. Several.

25 Q. And what were you told?

Page 22

1 A. Pretty much the same thing I just said,
2 like, "You can get it from Jason. Ask Jason. You
3 got to figure out how to work with Jason."

4 Then Jason wouldn't give it to me. I'd go
5 back. He'd say "He's sick of talking about it."

6 We'd go in a circle. I'd say "I can't keep
7 doing this. If you're going to keep doing that, this
8 isn't going to work." And eventually it just kind of
9 back-and-forth and he said "Fine. It's not going to
10 work."

11 Q. Okay.

12 With regard to -- and we were talking about
13 those final sale prices. I assume the expense raw
14 data was kind of part and parcel of this discussion?

15 A. No, I expect --

16 MR. PERLOWSKI: Object to the form.

17 Foundation. Mischaracterizes his testimony.

18 You can answer.

19 A. It comes from a different system of
20 records. It is the --

21 Q. (By Mr. Hargrove) Okay.

22 A. Yeah. So that's done by the Accounts
23 Payable team, which directly reported to me. I had
24 direct access.

25 Q. Okay. So you did have access to all of the

Page 23

1 expense data at NAF?

2 A. That's correct.

3 Q. All right. But you did not have all of the
4 revenue data, correct?

5 A. The expected gain on sale revenue data,
6 correct.

7 Q. All right. And to do your job as CFO, did
8 you feel that was something that -- some information
9 that you needed?

10 A. Yes.

11 Q. All right. Why did you need that
12 information?

13 A. Just to basically tie everything up, make
14 sure it adds all up. Right? So there's a lot of
15 tests you do with the raw data. It goes in, you push
16 dollar in, do you get a dollar out? That's test one.
17 I mean, there's a variety of tests you do.

18 If you push a dollar in and expect a
19 dollar, then you test that against what you
20 collected, which we talked about won't be the same
21 because of the market and the shifts. But you want
22 to see the difference and you want to look at the
23 derivative and you want to see if that calculated and
24 blended out effectively.

25 Q. Right. And did you explain all of this to

Page 24

1 Mr. Arvielo when you had discussions with him about
2 not being provided this data?

3 A. I don't think we got to that level of
4 detail. It was much, much higher level. Just, you
5 know, "I need this. This is the role." Or, you
6 know, "Here's what I'm trying to get. Here's the
7 roadblocks I'm hitting. How can you help me?"

8 Q. You testified earlier that you believed
9 that you weren't given this information because NAF
10 didn't trust you. What's your basis for that belief?

11 MR. PERLOWSKI: Object to the form.

12 Mischaracterizes his testimony.

13 You can answer.

14 A. I mean, I think -- I don't remember the
15 amount of days, but one or two days before this, you
16 know, I ended up leaving New American. I basically
17 said "You need to give me this data." I drew a line
18 in the sand, if you will. And Rick called in and
19 said "I'm not going to give it to you. I don't trust
20 you." And then a day or two later I got a call from
21 Christy that that was the end of my employment.

22 Q. (By Mr. Hargrove) When Mr. Arvielo told you
23 "I'm not going to give it to you. I don't trust
24 you," did you remind him that he had agreed to that
25 that data should be provided to you earlier?

Page 25

1 A. No.

2 Q. Okay. At that point did you realize it was
3 probably time for you to make an exit and figure out
4 something else to do?

5 A. I figured within -- I figured within a day
6 or two I would get a call and the relationship would
7 be over.

8 Q. Okay.

9 This information that you were not provided
10 about revenue, did it have any effect on NAF's tax
11 return or tax reporting?

12 A. No.

13 Q. All right. Did you, in your role as CFO,
14 did you have any role in compiling the data that was
15 used for NAF's tax return?

16 A. It would be under the accountant that
17 reported to me. But I didn't directly get involved
18 with data. He did his taxes outside of the company.

19 Q. Okay. Do you have knowledge of the tax
20 preparation? I know that wasn't -- you said that was
21 not something directly. Did you have indirect, an
22 indirect role as CFO with the tax preparation?

23 A. No.

24 Q. In your opinion, from being the CFO at NAF,
25 do you believe that NAF appropriately reported all of

Page 26

1 its tax obligations on its tax returns?

2 A. We have corporate taxes. You have
3 Arvielo's personal taxes. You have a lot of
4 different tax buckets, I mean, I was not involved
5 with. It's a pass-through, so I don't get involved
6 with anything that passes through to the best of my
7 knowledge on their actual NAF tax return, yes.

8 Q. Okay. Well, how about the Arvielos'
9 pass-through? Did you come across anything that led
10 you to believe there was something improper with the
11 taxes, of the Arvielos' taxes?

12 A. I wasn't able to see their personal taxes
13 at all.

14 Q. Okay. Would the information that you were
15 not -- that Mr. Arvielo said he didn't trust you
16 with, so you didn't get it, would that have any
17 effect on either the Arvielos or NAF's tax
18 obligations?

19 MR. PERLOWSKI: Object to the form.
20 Foundation. Speculation.

21 You can answer.

22 A. The taxes would be based off of the actual
23 sold loan, not the expected gain on sale. The
24 expected gain on sale was what I didn't have access
25 to. It's when you lock the loan what you think it

Page 27

1 will be worth. You do your taxes off what it's
2 actually sold at irregardless of what you thought it
3 would be worth.

4 Q. (By Mr. Hargrove) And I'm recycling a
5 little bit to a question before I was trying to
6 figure out. What nefarious use could someone make of
7 this data that NAF, through Mr. Arvielo, said it
8 didn't trust you to have?

9 MR. PERLOWSKI: Object to the form.
10 Foundation. Speculation.

11 You can answer.

12 A. Are you asking me to give you multiple
13 options of what it could be?

14 Q. (By Mr. Hargrove) Yes.

15 A. What could cause it?

16 Q. Yes.

17 A. You could underestimate the revenue, therefore
18 underestimate the profitability. You could push
19 profitability up for one region, down for -- I mean,
20 effectively you can move -- it's a lever. Right?
21 It's a lever on the machine. So you can move
22 something in one direction or another. That would
23 be, you know, one reason.

24 If they are -- I mean, on most of these
25 companies, is you -- when you look at revenue, it's

Page 28

1 not as simple as I sold, you know, my mouse for a
2 dollar. It's all the pieces of the mouse inside of
3 it. And so what you give credit to a branch for may
4 not be all the pieces of the puzzle. So you could be
5 taking and excluding some of those things.

6 A specific example may be, like, something
7 called a spec pool. When you take a spec pool, you
8 get an additional premium for selling these, you
9 know, CRA loans. You generally don't give credit to
10 the branches. That's a -- you know, it's an internal
11 report. You would give credit to the team that did
12 that trade and structured that trade. So there could
13 be good or bad reasons for doing it.

14 Yeah. I don't know if that answers your
15 question.

16 Q. So if NAF had provided you all that
17 information, then, that you asked for about revenue,
18 do you feel like you would have then been able to
19 accurately assess the internal financials? Or would
20 you -- let me go back and start the question over.

21 Had you been provided the revenue
22 information you asked for, would you have been able
23 to more accurately report on a branch and/or
24 division-wide basis profit and loss within NAF?

25 A. I would have been more able to accurately

Page 29

1 validate what I was reporting was accurate.

2 Does that make sense?

3 Q. That does, yes. So without that
4 information, there could have been inaccuracies on
5 the internal data and you would not be able to test
6 that data to assure it was correct. Is that an
7 accurate summation?

8 MR. PERLOWSKI: Object to the form.

9 A. Correct.

10 Q. (By Mr. Hargrove) All right. And the
11 reason you wanted to have that data was so you could
12 conduct that exact task, testing of the internal
13 financial data, correct?

14 A. Yes, that's correct.

15 Q. Because otherwise, you were basically just
16 taking someone's word for it without being able to
17 check on your own as CFO, correct?

18 A. I mean, there's a little bit more. You
19 could use some industry indicator to see if you're in
20 range. But effectively, yes.

21 Q. Okay. And did you feel like those industry
22 indicators were sufficient without you having that
23 revenue data that you requested but were denied?

24 A. I felt pretty confident. I just obviously
25 prefer to be exact versus, you know, pretty

Page 30

1 confident. You can't say for sure. If there's one
2 at the highest levels, yes. At the branch-to-branch
3 level, maybe not or maybe within some cut. Maybe
4 not. It's very hard to say.

5 But at the highest levels, the numbers seem
6 to generally reflect industry averages.

7 Q. Okay. But without that data you needed,
8 checking branch-wide and division-wide was -- let me
9 go back.

10 You talked about the general numbers. Are
11 you saying that the branch-specific -- excuse me.
12 Let me go back.

13 You talked about the overall numbers. But
14 to get the branch and division-specific numbers, you
15 believed you needed these revenue figures to test
16 that data; is that correct?

17 A. As you bring in more data it blends.
18 Right? So it's harder to tell as you go higher up
19 with the blend. As you get very, very small amounts
20 of data, under 30 units to be specific, any
21 miscalculation, any inaccuracy would be more
22 noticeable.

23 Q. Okay. And when you were tasked with
24 preparing this P&L model we talked about some -- and
25 if you need to take a break, let me know. I can tell

Page 31

1 looking at you.

2 THE WITNESS: Just give me one second.

3 MR. HARGROVE: Yeah, let's take a break.

4 THE WITNESS: Stop the video and blow my
5 nose. I'm sorry.

6 MR. HARGROVE: No worries.

7 THE WITNESS: One minute.

8 (WHEREUPON, a recess was taken.)

9 MR. HARGROVE: Let's go back on the record.

10 Q. (By Mr. Hargrove) Mr. Frommert, did you
11 feel like Mr. O'Bradovich was hiding something as far
12 as his refusal to provide you those revenue figures?

13 A. I don't know. Okay. I guess I would say I
14 thought a lot about that, I guess. It really
15 probably -- if I'm guessing, is more of territorial,
16 you know, maybe ownership of something. I'm just
17 speculating. I have no idea.

18 Q. Okay.

19 I want to take us back to something that I
20 asked earlier. And in the initial iteration of your
21 deposition, I asked if you had discussions with Rick
22 Arvielo about the tension between you and
23 Mr. O'Bradovich. And I can tell you it was you that
24 responded "I don't know that I can. Can I talk about
25 that? I have an NDA in place about this topic."

Page 32

1 So since we've dealt with the NDA issue,
2 can you expound on the discussions you had with
3 Mr. Arvielo about the tension between you and
4 Mr. O'Bradovich?

5 A. I would say I couldn't tell how many
6 specific times. But multiple occasions I would go to
7 him and talk to him about a variety of issues, if you
8 will, with Jason. And the walls I was hitting and my
9 inability to, you know, be able to find a way to
10 partner with him or at least have some sort of
11 half-cordial relationship with the guy to build
12 success.

13 Q. Okay. And it was multiple conversations?

14 A. Yes. Yes, sir.

15 Q. Was he defensive of Mr. O'Bradovich,
16 neutral or did he appear to be on your side?

17 A. Probably would say at the very beginning it
18 was very neutral or "Let me help you get there." And
19 over time I think that became more of -- yeah, I
20 don't know. It's a tough topic I guess I would say.
21 He said -- I wouldn't say took his side. I guess he
22 just made it very clear that he wasn't going to
23 support me. He would say "Figure it out with Jason."
24 And that clearly wasn't going to happen.

25 So I would go back to him and say "I'm not

Page 33

1 able to accomplish that goal effectively." And, you
2 know, those turned into some heated arguments.

3 Q. Heated arguments with you and Mr. Arvielo?

4 A. Yes. Heated conversations, maybe not an
5 argument.

6 Q. Right. What was the content of the heated
7 conversations with Mr. Arvielo?

8 A. "Here it is. Figure it out. You guys can
9 figure it out. You're adults. You're
10 professionals." You know, "I don't want to hear it
11 any more." You know, it's, like, you know,
12 effectively "If you can't get it done, you go back."
13 You know, that was the topic.

14 Q. Okay. And ultimately it was go back to the
15 person who won't give you the data. And he stood
16 behind Mr. O'Bradovich, not you, correct?

17 A. It wasn't just about the data.

18 MR. PERLOWSKI: Object to the form.

19 Mischaracterizes testimony.

20 You can answer.

21 A. Yeah. It wasn't just the data. Just to be
22 clear, it was the data. It would be the literal
23 "Look. If I want to" -- when you look at a P&L and
24 you have six buckets, sometimes I want to collapse
25 those into one. You hit a button and expand it and

Page 34

1 make it be six. That takes work on the developer's
2 end. That's, in my opinion, the better way to go.
3 But I would ask that. It wouldn't get done.

4 And so then I would -- you know, I'm not
5 accomplishing the goal of building. I'm relying on
6 another team. I'm going to talk about that. Right?
7 And so it wasn't just that data. It would be, you
8 know, "I think this row should be gray." I mean,
9 it's simple of things as that.

10 You know, I am used to owing something and
11 maybe that's on me. Right? But I'm used to owing it
12 and saying "This is what it looks like and this is
13 the result." And when I'm not able to accomplish
14 that I don't feel empowered I'm going to have that
15 conversation.

16 Q. (By Mr. Hargrove) Right.

17 So did you ever hear either Rick or Patty
18 Arvielo say that the regional managers made too much
19 money?

20 A. I don't recall somebody saying they made
21 too much money. I think people knew they made good
22 money. There would be things, like, "You guys are
23 making a lot of money. We did not make money" or
24 things of that nature. But I do not recall
25 specifically somebody saying "You make too much

Page 35

1 money."

2 Q. Okay.

3 When you were building, you were tasked to
4 build the P&L model for Gina and Kelly and the other
5 regionals, correct?

6 A. Yes, sir.

7 Q. The data, the revenue data that you were
8 not provided by the company, is that something that
9 would have been useful to you in creating this P&L
10 model?

11 A. Yes, sir.

12 Q. All right. And you testified earlier
13 because that would give it broken down more by region
14 by way of example, correct?

15 A. Yes. To clarify, the data was already
16 there in the system, in the database, invisible on
17 the reporting tool, Keblar. Right? So I could see
18 the output. I just simply could not see the raw
19 data.

20 Q. Okay. And the raw data was something that
21 would have made your job of preparing a P&L plan for
22 the regionals easier to do, correct?

23 A. I think that's part of model building and
24 model development. You get the raw data and you test
25 it and you analyze it. Right? And you look for

Page 36

1 issues.

2 So the first time in my career I didn't own
3 the data. Right? And own the actual people. So I
4 was trying to be adaptive to the situation. I think
5 that because they worked for another person, I tried
6 to work in that situation.

7 I don't think -- I think there's a variety
8 of tests you should perform. It's harder to do those
9 tests. Right? So I tried -- when I talked earlier
10 about industry numbers, if I don't have raw data,
11 right, I'm going to go to industry. I'm going to try
12 to test that way.

13 Q. So that raw data that you did not have, did
14 you have any discussions with Kelly or Gina about the
15 fact you had not been provided everything that you
16 asked NAF for to prepare this P&L model?

17 A. No, sir.

18 Q. Do you have any understanding as to whether
19 Gina and Kelly felt there was a lack of transparency
20 about the P&L model?

21 MR. PERLOWSKI: Object to the form.

22 Speculation.

23 You can answer.

24 A. They told me several times they, you know,
25 had concerns about the data, the report, throughout a

Page 37

1 couple of meetings.

2 Q. (By Mr. Hargrove) Tell me about the
3 discussions you recall with Gina, whether Kelly was
4 present or not, about the P&L model and any concerns
5 she might have.

6 A. I mean, I think it was a variety of things.
7 "How do I know that these expenses are mine?" You
8 know, "How would I know that this loan didn't get
9 paid more on or less on?" "Are you counting this
10 concession?" I think we went through a lot of things
11 to the best of my recollection.

12 I think, you know, they mentioned in the
13 past "We thought we were making money, then we
14 weren't. So how do we know this is true this time?
15 How is it going to be different this time?"

16 I did my best to -- you know, while I did
17 not have that data, I had spent still quite a bit of
18 time in that model. So I did my best to give them my
19 understanding of the data, the situation, the flow of
20 what was being presented to them.

21 Q. Okay. Did you discuss with them the fact
22 that you, in fact, had not been provided with all the
23 data you asked for to prepare the P&L model?

24 A. No.

25 Q. When Gina mentioned that she felt there was

Page 38

1 a lack of transparency, did you feel that was true in
2 light of the fact that you hadn't been provided all
3 the information you had asked NAF for?

4 MR. PERLOWSKI: Object to the form.

5 A. Yes. I think we specifically set a meeting
6 with Jason to cherrypick ten specific loans or
7 something along those lines to have him prove it to
8 her, something along that to the best of my
9 recollection.

10 Q. (By Mr. Hargrove) And did the testing of
11 those ten specific loans fare out correctly?

12 A. I don't remember exactly. I think it was a
13 little bit rough. But I think we generally got to
14 some comfort level, yes.

15 Q. Didn't you have similar concerns as to the
16 transparency of NAF's financial data by the fact that
17 you weren't provided everything that you asked for?

18 MR. PERLOWSKI: Object to the form.

19 Foundation. Asked and answered.

20 You can answer again.

21 A. I don't know that I would say I had similar
22 concerns. I had maybe different concerns. You know,
23 on building a model, I want to test the data. I
24 think she has no insight to the whole model at all.
25 Right? So I couldn't say that there were similar

Page 39

1 concerns. I think hers are probably broader.

2 Q. (By Mr. Hargrove) Okay. But you had
3 concerns as to how transparent NAF was with its
4 revenue figures that it wouldn't provide you as the
5 CFO, correct?

6 MR. PERLOWSKI: Object to the form. Asked
7 and answered about five times.

8 You can answer a sixth time.

9 A. Concerns? I guess I would just try to use
10 my own words.

11 I was frustrated. I wanted to be able to
12 go through the process I had been doing for a long
13 time. I wasn't able to do that.

14 I don't know if I would use the word
15 "concerns." I was aggravated if I'm using a, you
16 know, descriptor.

17 MR. HARGROVE: Mr. Frommert, let's take a
18 break. If I have anything else for you it won't
19 be very much. But if we could go to a breakout
20 room and I'm thinking about five minutes and
21 hopefully we can let you get over to Urgent Care
22 soon.

23 MR. PERLOWSKI: And, Mr. Frommert, I'm
24 probably going to have about five or ten minutes
25 of questions but that's about it.

Page 40

1 THE WITNESS: Okay.

2 MR. PERLOWSKI: Thank you.

3 (WHEREUPON, a recess was taken.)

4 MR. HARGROVE: I don't have any other
5 questions right now. I know Mr. Perlowski has
6 indicated he has a few and that may cause me to
7 ask a follow-up question. But as we sit right
8 now I'm good.

9 MR. PERLOWSKI: Mr. Frommert, I will try to
10 be as brief as possible. And thank you so much
11 for your time today.

12 EXAMINATION

13 BY MR. PERLOWSKI:

14 Q. You had mentioned that the information that
15 you were trying to receive from Mr. O'Bradovich was
16 expected gain on sale revenue data.

17 Do I have that -- is that correct, how I'm
18 phrasing it?

19 A. Yes, sir.

20 Q. Could you, in laypersons' terms, just
21 explain to me what that is?

22 A. When you do a loan, when you originally get
23 the loan, the borrower decides at this moment in time
24 they are going to lock in the rate at that market
25 rate. They lock the loan. And so you would look at

Page 41

1 the board and see what Fannie, Freddie, Ginnie are
2 trading at at that point in time and what that loan
3 should be worth. So you expect to make that amount
4 of profit at that point in time.

5 Q. So if I was the borrower, let's say I'm
6 locking in a loan at 3.5 percent interest on a
7 30-year loan, you'd be able to -- so if that's the
8 rate lock, you would then be able to compare that
9 rate lock to certain, I think you said Fannie,
10 Freddie, information to determine what the expected
11 profit on that loan would be at a given moment in
12 time?

13 A. The expected sale price, not the profit.

14 Q. I'm sorry. The expected sale price. So in
15 other words, if NAF then wanted to sell that loan, is
16 that what you're talking about?

17 A. If NAF then wanted to sell that loan, what
18 you would expect to make. So just like you
19 described, that 30-year, you know, interest rate, you
20 would look on a board, like a stock market, and see
21 that that was currently trading at "X" 102, 103. And
22 the two or the three would represent two percent,
23 three percent times the loan amount, which would give
24 you the expected gain on sale in dollars or basis
25 points or percentage, whatever way you wanted to

Page 42

1 choose to look at it.

2 Q. And what I -- you also, in responding to
3 Mr. Hargrove's questions, and your testimony today
4 will speak for itself, I'm just trying to understand
5 it. You said that in Keblar data was visible but
6 that you didn't have the raw data. So I'm just
7 trying to understand, what was visible relative to
8 what you didn't have access to?

9 A. So what you would see is a branch. You
10 could get to a branch and you could look at the loans
11 in the branch. But you would not see the tape, the
12 raw tape that was uploaded to compare to what was put
13 on the board. Meaning if I had every single time --
14 just think of today and I just do three loans and I
15 go two dollars, three dollars, four dollars, I take
16 that upload sheet with those numbers and I upload
17 them to Keblar, I can see the culmination. I might
18 even be able to see the individual loans.

19 But me, as a CFO, I want to see that raw
20 sheet to compare to what ends up in Keblar. Because
21 data, in a database, you might have three but only
22 two become visible. Data has functionality that is
23 sometimes flawed.

24 Does that answer your question?

25 Q. Sort of. And this could very well be a

Page 43

1 product of -- again, I think we talked about before,
2 I don't have, you know, an accounting/finance
3 background.

4 So the data that you weren't receiving,
5 what was your purpose in wanting to see it? Like, in
6 other words, of what value did having that data have
7 to you as an ex-Chief Financial Officer?

8 A. I would take the raw data. I would look at
9 the sum of that number effectively. And I would
10 partition out by branch or by segment or whatever way
11 I wanted to look at it, I would audit the end result
12 coming out of Keblar.

13 So I would load it into Keblar. Is that
14 also what's coming out of Keblar? That's
15 effectively, in the shortest version, what I would
16 use that for.

17 Q. Okay.

18 The discussions that you mentioned that you
19 were having with Mr. Arvielo about your efforts to
20 receive the expected gain on sale revenue data, when
21 were those discussions taking place generally
22 speaking?

23 A. I guess I'm not sure how to answer that
24 question. From when I started to when I ended, I --
25 some interval, called every month or give or take.

Page 44

1 Towards the end it was probably much more frequent.
2 In his office? I'm not sure specifically how you're
3 looking for me to phrase that.

4 Q. No, I'm just trying to get a timeframe
5 for -- and if you just could refresh our recollection
6 on when was your last day with NAF roughly?

7 A. May of '19, if I'm recalling properly, or
8 '20. I'd have to go look. I can't remember what
9 years.

10 Q. Well, you met with Ms. Spearman and
11 Mr. Reed and Ms. Allison in Atlanta in September of
12 '19.

13 A. Yes. So sorry, May of '20.

14 Q. Okay.

15 A. I believe it specifically was the last day
16 of May.

17 Q. And NAF implemented a P&L model in the
18 spring of 2020?

19 A. Correct.

20 Q. So the discussions that you were having
21 with Mr. Arvielo, were they still ongoing after NAF
22 implemented a P&L model?

23 A. About similar context, yes.

24 Q. Okay.

25 To your knowledge, did your efforts to have

Page 45

1 access to the expected gain on sale raw revenue data
2 have anything to do with NAF's decision about how it
3 was going to compensate its regional managers?

4 A. No.

5 Q. To your knowledge, did your having access
6 or not to the expected gain on sale of raw revenue
7 data have anything to do with NAF's decision of
8 whether to reimburse certain marketing expenses or
9 not?

10 A. No.

11 Q. To your knowledge, did your having access
12 or not to the expected gain on sale of raw revenue
13 data have any impact on NAF's decisions about what
14 pricing exceptions it would approve?

15 A. It could have if you weren't profitable.
16 Right? So the goal would be to look at
17 profitability.

18 But ultimately that data, whether I had
19 access to it or not, wouldn't change the decision.
20 The decision would be made based on profitability.

21 Q. Okay and you had the information available
22 to evaluate profitability?

23 A. We had the Keblar tool at the branch level
24 to look at branch region rollups.

25 Q. And to your knowledge, based on your

Page 46

1 experience as NAF's CFO, did NAF have to file audited
2 financial statements each year as a HUD lender?

3 A. Yes.

4 Q. And did NAF do that, submit audited
5 financial statements during your tenure as CFO?

6 A. Yes.

7 Q. Were those financial statements audited to
8 your knowledge?

9 A. Yes.

10 Q. Were any concerns raised regarding NAF's
11 audited financial statements that you're aware of?

12 A. No. I mean, there's always some level of
13 commentary that they make. That's their job. But no
14 material findings were written up.

15 Q. And did NAF use outside accounting
16 professionals to assist in the preparation of its
17 audited financial statements?

18 A. Yes.

19 Q. Okay. Do you recall who NAF used?

20 A. I believe they were using KSJG.

21 Q. Okay.

22 A. That might have been Richey May. I think
23 it was KSJG, though. I'm pretty sure. Maybe they're
24 culled with them now. They changed their name. They
25 merged.

Page 47

1 MR. PERLOWSKI: Thank you, Mr. Frommert.

2 THE WITNESS: No more questions?

3 MR. PERLOWSKI: And again, thank you.

4 MR. HARGROVE: I just got a brief
5 follow-up.

6 EXAMINATION

7 BY MR. HARGROVE:

8 Q. When the decision was made in February 2019
9 to stop paying marketing expenses, were you employed
10 by NAF?

11 A. No, sir.

12 Q. Okay. So you wouldn't have any knowledge
13 as to why that decision was made, then, correct?

14 A. No.

15 Q. And you're not privy to why NAF made its
16 decisions as to compensation for any time you weren't
17 employed there, correct?

18 A. No, I'm not.

19 Q. Okay.

20 MR. HARGROVE: Give us two brief minutes.

21 I think we're finished. Let me consult with my
22 co-counsel real briefly. I'm going to go off
23 the camera for just a second.

24 MR. PERLOWSKI: Sure.

25 (WHEREUPON, a recess was taken.)

Page 48

1 MR. HARGROVE: We're ready to go back on
2 when everybody else is.

3 Mr. Frommert, we don't have any further
4 questions for you. I thank you for your time
5 and I hope you feel better soon.

6 I don't know if Mr. Perlowski has any
7 follow-ups but we're done.

8 MR. PERLowski: I do not, Travis. Thank
9 you.

10 And, Mr. Frommert, again, best of luck with
11 feeling better and hope everything is okay.
12 Thank you for your time today.

13 THE WITNESS: Thanks.

14 MS. GIBSON: Thanks, Scott. Hope you feel
15 better.

16 (WHEREUPON, the proceedings were concluded
17 at 12:51 p.m.)

18

19

20

21

22

23

24

25

Page 49

1 C E R T I F I C A T E

2 STATE OF GEORGIA)
3) ss.:
4 FULTON COUNTY)
5

6 I, Robin Ferrill, Certified Court Reporter within
7 the State of Georgia, do hereby certify:

8 That SCOTT FROMMERT, the witness whose
9 deposition is hereinbefore set forth, was duly sworn by me
10 and that such deposition is a true record of the testimony
11 given by such witness.

12 I further certify that I am not related to any
13 of the parties to this action by blood or marriage; and
14 that I am in no way interested in the outcome of this
15 matter.

16 IN WITNESS WHEREOF, I have hereunto set my
17 hand this 22nd day of February, 2021.

18 
19 _____

20 ROBIN K. FERRILL, RPR
21
22
23
24
25

Page 50

1 To: Mr. Perlowski
2 Re: Signature of Deponent SCOTT FROMMERT
3 Date Errata due back at our offices: 30 days
4 Greetings:
5 This deposition has been requested for read and sign by
6 the deponent. It is the deponent's responsibility to
7 review the transcript, noting any changes or corrections
8 on the attached PDF Errata. The deponent may fill out the
9 Errata electronically or print and fill out manually.
10 Once the Errata is signed by the deponent and notarized,
11 please mail it to the offices of Veritext (below).
12 When the signed Errata is returned to us, we will seal and
13 forward to the taking attorney to file with the original
14 transcript. We will also send copies of the Errata to all
15 ordering parties.
16 If the signed Errata is not returned within the time
17 above, the original transcript may be filed with the
18 court without the signature of the deponent.
19 Please send completed Errata to:
20 Veritext Production Facility
21 20 Mansell Court
22 Suite 300
23 Roswell, GA 30076
24 (770) 343-9696
25

Page 51

1 ERRATA for ASSIGNMENT # 5083801

2 I, the undersigned, do hereby certify that I have read the
3 transcript of my testimony, and that

4 _____ There are no changes noted.

5 _____ The following changes are noted:

6

7 Pursuant to Rule 30(7)(e) of the Federal Rules of Civil
8 Procedure and/or OCGA 9-11-30(e), any changes in form or
9 substance which you desire to make to your testimony shall
10 be entered upon the deposition with a
statement of the reasons given for making them. To assist
you in making any such corrections, please use
the form below. If additional pages are necessary, please
furnish same and attach.

11 Page _____ Line _____ Change _____
12 _____

13 Reason for change _____

14 Page _____ Line _____ Change _____
15 _____

16 Page _____ Line _____ Change _____
17 _____

18 Reason for change _____

19 Page _____ Line _____ Change _____
20 _____

21 Page _____ Line _____ Change _____
22 _____

23 Reason for change _____

24 Page _____ Line _____ Change _____
25 _____

Page 52

1 Page _____ Line _____ Change _____
2 _____

3 Reason for change _____

4 Page _____ Line _____ Change _____
5 _____

6 Page _____ Line _____ Change _____
7 _____

8 Reason for change _____

9 Page _____ Line _____ Change _____
10 _____

11 Page _____ Line _____ Change _____
12 _____

13 Page _____ Line _____ Change _____
14 _____

15 Reason for change _____

16 Page _____ Line _____ Change _____
17 _____

18 _____

19 _____

20 SCOTT FROMMERT

21 Sworn to and subscribed before me this _____ day of

22 _____, _____.
23 _____

24 NOTARY PUBLIC

25 My Commission Expires: _____

[& - asked]

Page 1

| | | | |
|--|---|---|---|
| & | 300 50:16 30076 50:17 30305-1518 2:5 0 04981 1:6 1 | accomplish 17:10 33:1 34:13 accomplished 17:12 accomplishing 34:5 accountant 25:16 accounting 43:2 46:15 accounts 22:22 accurate 29:1,7 accurately 28:19 28:23,25 acknowledgment 17:16,17 action 49:13 actual 26:7,22 36:3 actuals 20:1,2 adaptive 36:4 additional 28:8 51:9 addressed 18:13 adds 23:14 admitted 8:13 adults 33:9 advice 19:12 agg.com 2:12 aggravated 39:15 agree 14:8 agreed 20:23,23 21:4 24:24 agreement 4:20 5:4,6 8:22 ahead 4:24 5:14 allison 44:11 allocation 9:23 allow 9:25 american 1:7 2:16 4:21 24:16 | amount 9:2 24:15 41:3,23 amounts 13:11 30:19 analyze 35:25 ankeny 10:7,9 answer 5:14 9:11 10:19 12:19 13:8 15:22 16:18 17:1 21:10,16 22:18 24:13 26:21 27:11 33:20 36:23 38:20 39:8 42:24 43:23 answered 38:19 39:7 answering 6:2 answers 15:1 28:14 appear 32:16 appearances 2:1 appropriately 25:25 approve 45:14 area 8:24 areas 5:23 argument 33:5 arguments 12:16 33:2,3 arnall 2:10 arvielo 11:17 12:5 21:21 24:1,22 26:15 27:7 31:22 32:3 33:3,7 34:18 43:19 44:21 arvielo's 26:3 arvielos 26:8,11 26:17 asked 15:9 20:13 20:13 28:17,22 31:20,21 36:16 37:23 38:3,17,19 |
| 1 3:11 6:22 8:4 14:4,5 18:20 102 19:24 41:21 103 41:21 11:37 1:15 12:51 48:17 13637 49:18 14 2:4 1412 3:12 6:14,23 1413 3:12 6:23 16 1:14 3:4 4:4 171 2:10 17th 2:10 19 44:7,12 1936 1:17 19th 7:10 1:20 1:6 | 4 4 3:6 40 3:7 404.320.9979 2:5 404.873.8684 2:11 47 3:6 | 5 5 5:6 5083801 51:1 | |
| 17 | 6 6 3:11 60 6:5 | 6 | |
| 18 | 7 7 51:6 770 50:18 | 7 | |
| 19 | 8 9-11-30 51:7 | 8 | |
| 20 | a | | |
| 21 | a.m. 1:15 able 10:20 15:3 20:18 26:12 28:18 28:22,25 29:5,16 | a.m. 1:15 able 10:20 15:3 20:18 26:12 28:18 28:22,25 29:5,16 | |
| 22 | 32:9 33:1 34:13 39:11,13 41:7,8 42:18 | 32:9 33:1 34:13 39:11,13 41:7,8 42:18 | |
| 23 | absolutely 6:4 access 14:24 15:23 15:24 16:3 18:19 | absolutely 6:4 access 14:24 15:23 15:24 16:3 18:19 | |
| 24 | 19:9,13,13,19 20:3 20:4 22:24,25 26:24 42:8 45:1,5 45:11,19 | 19:9,13,13,19 20:3 20:4 22:24,25 26:24 42:8 45:1,5 45:11,19 | |
| 25 | | | |
| 26 | | | |
| 27 | | | |
| 28 | | | |
| 29 | | | |
| 30 | | | |
| 31 | | | |
| 32 | | | |
| 33 | | | |
| 34 | | | |
| 35 | | | |
| 36 | | | |
| 37 | | | |
| 38 | | | |
| 39 | | | |
| 40 | | | |
| 41 | | | |
| 42 | | | |
| 43 | | | |
| 44 | | | |
| 45 | | | |
| 46 | | | |
| 47 | | | |
| 48 | | | |
| 49 | | | |
| 50 | | | |
| 51 | | | |
| 52 | | | |
| 53 | | | |
| 54 | | | |
| 55 | | | |
| 56 | | | |
| 57 | | | |
| 58 | | | |
| 59 | | | |
| 60 | | | |
| 61 | | | |
| 62 | | | |
| 63 | | | |
| 64 | | | |
| 65 | | | |
| 66 | | | |
| 67 | | | |
| 68 | | | |
| 69 | | | |
| 70 | | | |
| 71 | | | |
| 72 | | | |
| 73 | | | |
| 74 | | | |
| 75 | | | |
| 76 | | | |
| 77 | | | |
| 78 | | | |
| 79 | | | |
| 80 | | | |
| 81 | | | |
| 82 | | | |
| 83 | | | |
| 84 | | | |
| 85 | | | |
| 86 | | | |
| 87 | | | |
| 88 | | | |
| 89 | | | |
| 90 | | | |
| 91 | | | |
| 92 | | | |
| 93 | | | |
| 94 | | | |
| 95 | | | |
| 96 | | | |
| 97 | | | |
| 98 | | | |
| 99 | | | |
| 100 | | | |
| 101 | | | |
| 102 | | | |
| 103 | | | |
| 104 | | | |
| 105 | | | |
| 106 | | | |
| 107 | | | |
| 108 | | | |
| 109 | | | |
| 110 | | | |
| 111 | | | |
| 112 | | | |
| 113 | | | |
| 114 | | | |
| 115 | | | |
| 116 | | | |
| 117 | | | |
| 118 | | | |
| 119 | | | |
| 120 | | | |
| 121 | | | |
| 122 | | | |
| 123 | | | |
| 124 | | | |
| 125 | | | |
| 126 | | | |
| 127 | | | |
| 128 | | | |
| 129 | | | |
| 130 | | | |
| 131 | | | |
| 132 | | | |
| 133 | | | |
| 134 | | | |
| 135 | | | |
| 136 | | | |
| 137 | | | |
| 138 | | | |
| 139 | | | |
| 140 | | | |
| 141 | | | |
| 142 | | | |
| 143 | | | |
| 144 | | | |
| 145 | | | |
| 146 | | | |
| 147 | | | |
| 148 | | | |
| 149 | | | |
| 150 | | | |
| 151 | | | |
| 152 | | | |
| 153 | | | |
| 154 | | | |
| 155 | | | |
| 156 | | | |
| 157 | | | |
| 158 | | | |
| 159 | | | |
| 160 | | | |
| 161 | | | |
| 162 | | | |
| 163 | | | |
| 164 | | | |
| 165 | | | |
| 166 | | | |
| 167 | | | |
| 168 | | | |
| 169 | | | |
| 170 | | | |
| 171 | | | |
| 172 | | | |
| 173 | | | |
| 174 | | | |
| 175 | | | |
| 176 | | | |
| 177 | | | |
| 178 | | | |
| 179 | | | |
| 180 | | | |
| 181 | | | |
| 182 | | | |
| 183 | | | |
| 184 | | | |
| 185 | | | |
| 186 | | | |
| 187 | | | |
| 188 | | | |
| 189 | | | |
| 190 | | | |
| 191 | | | |
| 192 | | | |
| 193 | | | |
| 194 | | | |
| 195 | | | |
| 196 | | | |
| 197 | | | |
| 198 | | | |
| 199 | | | |
| 200 | | | |
| 201 | | | |
| 202 | | | |
| 203 | | | |
| 204 | | | |
| 205 | | | |
| 206 | | | |
| 207 | | | |
| 208 | | | |
| 209 | | | |
| 210 | | | |
| 211 | | | |
| 212 | | | |
| 213 | | | |
| 214 | | | |
| 215 | | | |
| 216 | | | |
| 217 | | | |
| 218 | | | |
| 219 | | | |
| 220 | | | |
| 221 | | | |
| 222 | | | |
| 223 | | | |
| 224 | | | |
| 225 | | | |
| 226 | | | |
| 227 | | | |
| 228 | | | |
| 229 | | | |
| 230 | | | |
| 231 | | | |
| 232 | | | |
| 233 | | | |
| 234 | | | |
| 235 | | | |
| 236 | | | |
| 237 | | | |
| 238 | | | |
| 239 | | | |
| 240 | | | |
| 241 | | | |
| 242 | | | |
| 243 | | | |
| 244 | | | |
| 245 | | | |
| 246 | | | |
| 247 | | | |
| 248 | | | |
| 249 | | | |
| 250 | | | |
| 251 | | | |
| 252 | | | |
| 253 | | | |
| 254 | | | |
| 255 | | | |
| 256 | | | |
| 257 | | | |
| 258 | | | |
| 259 | | | |
| 260 | | | |
| 261 | | | |
| 262 | | | |
| 263 | | | |
| 264 | | | |
| 265 | | | |
| 266 | | | |
| 267 | | | |
| 268 | | | |
| 269 | | | |
| 270 | | | |
| 271 | | | |
| 272 | | | |
| 273 | | | |
| 274 | | | |
| 275 | | | |
| 276 | | | |
| 277 | | | |
| 278 | | | |
| 279 | | | |
| 280 | | | |
| 281 | | | |
| 282 | | | |
| 283 | | | |
| 284 | | | |
| 285 | | | |
| 286 | | | |
| 287 | | | |
| 288 | | | |
| 289 | | | |
| 290 | | | |

[asked - comfort]

Page 2

| | | | |
|---------------------------|---------------------------|---------------------------|--------------------------|
| 39:6 | belief 24:10 | bring 30:17 | 25:13,22,24 29:17 |
| asking 14:16 | believe 5:5 13:20 | broader 39:1 | 39:5 42:19 46:1,5 |
| 27:12 | 25:25 26:10 44:15 | broken 21:18 | challenging 18:24 |
| assess 28:19 | 46:20 | 35:13 | change 14:22 15:2 |
| assignment 51:1 | believed 12:1 24:8 | broker 1:7 | 15:3,5 17:3,3,4 |
| assist 46:16 51:8 | 30:15 | buckets 13:10,17 | 18:1,2 45:19 |
| assume 22:13 | best 7:21 8:8 10:6 | 13:18,21 26:4 | 51:11,13,14,16,18 |
| assure 29:6 | 26:6 37:11,16,18 | 33:24 | 51:19,21,23,24 |
| atlanta 1:2 2:5,11 | 38:8 48:10 | build 12:11,12 | 52:1,3,4,6,8,9,11 |
| 7:10 44:11 | better 12:2,12 | 13:1,16 14:13 | 52:13,15,16 |
| attach 51:10 | 34:2 48:5,11,15 | 17:6 19:25 32:11 | changed 15:10,10 |
| attached 3:16 50:5 | bit 17:20 27:5 | 35:4 | 15:15 46:24 |
| attorney 50:8 | 29:18 37:17 38:13 | building 2:4 10:11 | changes 12:21 |
| audit 43:11 | blend 30:19 | 10:14 14:17 34:5 | 15:18 18:3,18 |
| audited 46:1,4,7 | blended 23:24 | 35:3,23 38:23 | 50:4 51:4,5,7 |
| 46:11,17 | blends 30:17 | built 10:5 11:24 | changing 14:19 |
| available 45:21 | block 2:16 8:12 | 13:7 | 18:20 |
| averages 30:6 | blockades 19:1,3 | bunce 15:13 20:17 | characterize 14:2 |
| aware 46:11 | blood 49:13 | button 33:25 | check 29:17 |
| b | | | |
| b 1:7,17 12:22 | blow 5:25 31:4 | c | |
| 15:24 18:21 | board 41:1,20 | c 2:2 49:1,1 | |
| back 4:14 6:10 | 42:13 | calculated 23:23 | |
| 22:5,9 28:20 30:9 | booked 19:14 | call 7:6 12:13 | |
| 30:12 31:9,19 | borrower 40:23 | 24:20 25:6 | |
| 32:25 33:12,14 | 41:5 | called 4:7 9:22 | |
| 48:1 50:2 | bottom 9:21 | 14:19 21:1 24:18 | |
| background 43:3 | branch 9:7,10 | 28:7 43:25 | |
| bad 28:13 | 11:9 13:1 19:25 | camera 47:23 | |
| based 26:22 45:20 | 28:3,23 30:2,2,8 | cap 1:6 | |
| 45:25 | 30:11,14 42:9,10 | care 39:21 | |
| basically 18:7 | 42:11 43:10 45:23 | career 36:2 | |
| 20:14,22 21:1 | 45:24 | case 1:5 | |
| 23:13 24:16 29:15 | branches 11:23 | cause 27:15 40:6 | |
| basis 24:10 28:24 | 28:10 | ccr 1:17 | |
| 41:24 | break 30:25 31:3 | certain 41:9 45:8 | |
| bates 3:11 6:22 | 39:18 | certainly 16:6 | |
| befallen 21:12 | breakout 39:19 | certified 49:6 | |
| beginning 32:17 | brief 40:10 47:4 | certify 49:7,12 | |
| behalf 2:2,9 | 47:20 | 51:2 | |
| | briefly 47:22 | cfo 9:3 16:7,12 | |
| | | 19:8 21:12 23:7 | |

[coming - difficult]

Page 3

| | | | |
|--|--------------------------------------|---------------------------|----------------------------|
| coming 43:12,14 | control 16:20 | culmination 42:17 | deep 8:23 |
| commentary 46:13 | conversation 34:15 | currently 41:21 | defendant 1:8 2:9 |
| commission 52:25 | conversations 12:3 14:9 32:13 | cut 30:3 | defensive 32:15 |
| communicate 17:16 | 33:4,7 | cv 1:6 | delay 17:13 |
| communicated 13:23 | copies 50:9 | d | denied 29:23 |
| companies 16:8 27:25 | cordial 32:11 | d 1:7 | departure 4:21 |
| company 16:12 25:18 35:8 | corporate 9:22 | data 5:8 15:24,25 | 17:21,23 |
| compare 41:8 42:12,20 | 10:10 11:7,17 | 16:11,15 18:20 | depending 13:11 |
| compensate 45:3 | 26:2 | 19:7,9,11 20:3,5,5 | 19:5 |
| compensation 47:16 | corporation 9:24 | 20:21,21,23,24 | deponent 50:1,4,5 |
| compiled 9:4 | correct 7:6,7,18 | 21:2,4,5,11,12,22 | 50:6,11 |
| compiling 25:14 | 8:1,6,8 15:6,7 | 22:14 23:1,4,5,15 | deponent's 50:4 |
| complete 8:5 | 16:8 21:7 23:2,4,6 | 24:2,17,25 25:14 | deposition 1:11 |
| completed 50:13 | 29:6,9,13,14,17 | 25:18 27:7 29:5,6 | 3:2 4:1,13,20 5:4 |
| compliance 5:3 | 30:16 33:16 35:5 | 29:11,13,23 30:7 | 17:20 31:21 49:9 |
| complicated 19:15 | 35:14,22 39:5 | 30:16,17,20 33:15 | 49:10 50:3 51:8 |
| concerns 5:3,12 36:25 37:4 38:15 | 40:17 44:19 47:13 | 33:17,21,22 34:7 | derivative 19:17 |
| 38:22,22 39:1,3,9 | 47:17 | 35:7,7,15,19,20,24 | 20:2 23:23 |
| 39:15 46:10 | corrections 50:4 | 36:3,10,13,25 | derived 15:25 |
| concession 37:10 | 51:9 | 37:17,19,23 38:16 | described 41:19 |
| concluded 48:16 | correctly 38:11 | 38:23 40:16 42:5 | description 3:9 |
| conduct 29:12 | counsel 2:1,16 | 42:6,21,22 43:4,6 | descriptor 39:16 |
| confident 29:24 30:1 | 47:22 | 43:8,20 45:1,7,13 | designate 5:9,15 |
| confidential 5:7 5:10,16 | counted 13:12 | 45:18 | desire 51:7 |
| connected 8:17,18 | counting 37:9 | database 14:19 | detail 24:4 |
| consult 47:21 | county 49:4 | 35:16 42:21 | determine 41:10 |
| contained 8:4 | couple 5:23 6:12 | date 17:17 50:2 | developer's 34:1 |
| content 33:6 | 37:1 | day 18:24 19:5 | developers 14:21 |
| context 44:23 | course 6:3 | 20:24 24:20 25:5 | 14:21 |
| continued 1:11 3:2 4:1 17:25 18:1 | court 1:1 8:11,14 | 44:6,15 49:17 | development |
| | 49:6 50:11,15 | 52:21 | 35:24 |
| | cra 28:9 | days 21:3 24:15,15 | difference 19:10 |
| | creating 35:9 | 50:2 | 23:22 |
| | credit 28:3,9,11 | dealing 18:25 | different 9:21 10:4 |
| | critical 12:5,10,13 | dealt 32:1 | 10:21,25 11:2,6 |
| | criticisms 8:21 9:3 9:15 | debated 15:12 | 13:10,11 22:19 |
| | culled 46:24 | decides 40:23 | 26:4 37:15 38:22 |
| | | decision 45:2,7,19 | differently 13:8 |
| | | 45:20 47:8,13 | difficult 15:16 |
| | | decisions 45:13 | 17:10 |
| | | 47:16 | |

[direct - form]

Page 4

| | | | |
|--|--|--|---|
| direct 14:24 15:23 15:24 16:2 19:8 22:24 | effectively 13:6 14:8 18:8 19:22 23:24 27:20 29:20 33:1,12 43:9,15 | expected 20:3,5 23:5 26:23,24 40:16 41:10,13,14 41:24 43:20 45:1 | figure 22:3 25:3 27:6 32:23 33:8,9 |
| direction 27:22 | efforts 43:19 44:25 | expense 15:23 16:11,15,23 22:13 23:1 | figured 25:5,5 |
| directly 22:23 25:17,21 | either 10:8 17:16 26:17 34:17 | expenses 11:9 16:3 37:7 45:8 47:9 | figures 30:15 31:12 39:4 |
| disagree 13:24 | electronically 50:5 | experience 46:1 | file 46:1 50:8 |
| disagreeing 13:6 | employed 47:9,17 | expires 52:25 | filed 50:11 |
| disagreement 13:9 | employment 24:21 | explain 14:3 23:25 40:21 | fill 50:5,5 |
| discuss 37:21 | empowered 34:14 | explained 11:1 12:24 | final 13:3 19:18,19 22:13 |
| discussed 20:17 | ended 20:18 24:16 43:24 | expound 32:2 | finance 43:2 |
| discussion 6:8 21:21 22:14 | ends 42:20 | extent 5:11 | finances 12:17 |
| discussions 10:8 11:14,16,21 12:4 16:22 24:1 31:21 32:2 36:14 37:3 43:18,21 44:20 | entered 51:8 | external 9:8,10 19:11 | financial 9:16 15:5 29:13 38:16 43:7 46:2,5,7,11,17 |
| displayed 7:15 9:25 | errata 50:2,5,5,6,8 50:9,10,13 51:1 | f | financials 8:22,25 9:4,8 28:19 |
| district 1:1,1 | esquire 2:2,3,9 | f 49:1 | find 7:8,16 32:9 |
| division 1:2 28:24 30:8,14 | evaluate 45:22 | facility 50:14 | findings 46:14 |
| documents 9:16 | eventually 22:8 | fact 36:15 37:21 37:22 38:2,16 | fine 22:9 |
| doing 6:16 22:7,7 28:13 39:12 | everybody 48:2 | fan 5:25 | finish 14:9 |
| dollar 23:16,16,18 23:19 28:2 | ex 43:7 | fannie 41:1,9 | finished 47:21 |
| dollars 19:16 41:24 42:15,15,15 | exact 29:12,25 | far 31:11 | finley 2:3 |
| drew 24:17 | exactly 11:4 13:24 38:12 | fare 38:11 | firm 2:3 |
| due 50:2 | examination 3:5 4:10 40:12 47:6 | february 1:14 3:4 4:4 47:8 49:17 | first 9:5 36:2 |
| duly 4:8 49:9 | examined 4:8 | federal 51:6 | five 17:11 18:9 39:7,20,24 |
| e | | | |
| e 3:11 6:22 7:2,5 7:18 49:1,1 51:6,7 | example 28:6 35:14 | feel 5:19 23:8 28:18 29:21 31:11 34:14 38:1 48:5 48:14 | flawed 42:23 |
| earlier 7:9 24:8,25 31:20 35:12 36:9 | exceptions 45:14 | feeling 48:11 | flow 37:19 |
| easier 16:6 35:22 | excluding 28:5 | felt 29:24 36:19 37:25 | flows 19:11 |
| effect 25:10 26:17 | excuse 30:11 | ferrill 1:17 49:6,20 | folders 6:21 |
| | exhibit 3:10,11 6:19,22 8:4 | | follow 40:7 47:5 48:7 |
| | exhibits 3:9,16 | | following 51:5 |
| | exit 25:3 | | follows 4:9 |
| | expand 33:25 | | form 7:19 8:7 9:17 10:17 12:9 13:13 15:21 16:5,16,24 18:14 20:7 21:14 22:16 24:11 26:19 27:9 29:8 33:18 |

[form - indicator]

Page 5

| | | | |
|--|---|---|---|
| 36:21 38:4,18 39:6 51:7,9 forth 22:9 49:9 forward 50:8 foundation 10:18 18:15 21:15 22:17 26:20 27:10 38:19 four 42:15 freddie 41:1,10 free 5:19 frequent 44:1 frommert 1:12 3:3 4:2,6,12 5:2,22 6:11 8:19 21:6 31:10 39:17,23 40:9 47:1 48:3,10 49:8 50:1 52:20 front 7:4 frustrated 39:11 full 19:13 fully 11:11 fulton 49:4 functionality 42:22 funding 1:7 2:16 4:21 furnish 51:10 further 17:17 48:3 49:12 | getting 14:12 16:11 18:19,20 19:15 20:15 21:3 gibson 2:3 6:3,15 6:18 48:14 gina 1:4 7:5,11,15 35:4 36:14,19 37:3,25 ginnie 41:1 give 6:5 14:9 17:24 20:20,23,24 21:4 22:4 24:17,19,23 27:12 28:3,9,11 31:2 33:15 35:13 37:18 41:23 43:25 47:20 given 15:19 21:22 24:9 41:11 49:11 51:8 giving 21:5 go 4:5,23 5:13 6:10 7:3 8:14 12:1 14:5,20 17:5 22:4 22:6 28:20 30:9 30:12,18 31:9 32:6,25 33:12,14 34:2 36:11 39:12 39:19 42:15 44:8 47:22 48:1 goal 10:12,16 12:21 17:10,12,14 33:1 34:5 45:16 goes 23:15 going 5:22 13:25 17:13 18:3,9,10,12 19:16 21:2 22:7,8 22:9 24:19,23 32:22,24 34:6,14 36:11,11 37:15 39:24 40:24 45:3 47:22 | golden 2:10 good 6:17 28:13 34:21 40:8 gray 34:8 greetings 50:3 gregory 2:10 group 15:13 guess 9:11,18 12:8 13:10 14:2 17:2 31:13,14 32:20,21 39:9 43:23 guessing 31:15 guy 32:11 guys 33:8 34:22 h | hedge 19:18 help 24:7 32:18 henry 2:9 4:16,23 13:14 20:8 henry.perlowski 2:12 hereinbefore 49:9 hereunto 49:16 hey 17:5 20:20 hiding 31:11 higher 24:4 30:18 highest 9:18 30:2 30:5 hit 17:13 33:25 hitting 17:7 24:7 32:8 hope 48:5,11,14 hopefully 39:21 hud 46:2 hurdles 17:6 i |
| ga 50:17 gain 20:3 23:5 26:23,24 40:16 41:24 43:20 45:1 45:6,12 gears 17:18 general 2:16 30:10 generally 28:9 30:6 38:13 43:21 georgia 1:1 2:5,11 49:2,7 | goal 10:12,16 12:21 17:10,12,14 33:1 34:5 45:16 goes 23:15 going 5:22 13:25 17:13 18:3,9,10,12 19:16 21:2 22:7,8 22:9 24:19,23 32:22,24 34:6,14 36:11,11 37:15 39:24 40:24 45:3 47:22 | hargrove 2:2 3:6 4:5,11,16,19,23 5:21 6:4,10,11,13 6:16,25 7:24 8:10 8:16,19 10:2 11:1 12:14 13:19 16:2 16:7,21 17:18 18:17 20:11 21:20 22:21 24:22 27:4 27:14 29:10 31:3 31:6,9,10 34:16 37:2 38:10 39:2 39:17 40:4 47:4,7 47:20 48:1 hargrove's 42:3 head 16:20 hear 9:7,8 33:10 34:17 heated 33:2,3,4,6 | idea 16:14 21:8 31:17 identification 3:10 6:24 ii 1:13 4:3 impact 45:13 implemented 44:17,22 important 17:15 improper 26:10 inability 32:9 inaccuracies 29:4 inaccuracy 30:21 included 7:22 10:22 11:10 inclusive 11:11 index 3:1 indicated 40:6 indicator 29:19 |

[indicators - marketing]

Page 6

| | | | |
|--|--|--|---|
| indicators 29:22 | job 15:20 16:4 18:24 21:13 23:7 35:21 46:13 | known 19:22 kristin 10:6 14:18 19:4 | lock 19:14,21,23 26:25 40:24,25 41:8,9 |
| indirect 25:21,22 | jobs 16:12 | ksjg 46:20,23 | locking 41:6 |
| individual 42:18 | jon 7:5 18:12,16 | l | long 9:20 39:12 |
| industry 29:19,21 30:6 36:10,11 | jumping 17:19 | labeled 3:11 6:23 | look 5:5 10:20,23 11:8,24 13:3 19:18 23:22 27:25 33:23,23 35:25 40:25 41:20 42:1 42:10 43:8,11 44:8 45:16,24 |
| information 5:7 14:12 15:19 16:23 23:8,12 24:9 25:9 26:14 28:17,22 29:4 38:3 40:14 41:10 45:21 | k | lack 36:19 38:1 | looked 10:13 |
| initial 17:20 31:20 | k 1:17 49:20 | laid 11:18 13:3,4 | looking 31:1 44:3 |
| input 10:25 11:3 | keblar 14:19 35:17 42:5,17,20 43:12,13,14 45:23 | layered 9:23 | looks 7:2,4 8:18 19:23 34:12 |
| inside 28:2 | keep 17:7 22:6,7 | layers 9:22 10:4 10:10 11:12 | loss 9:1 13:11 28:24 |
| insight 38:24 | kelly 7:5,11,16 35:4 36:14,19 37:3 | layout 10:4 14:20 | lot 14:8 23:14 26:3 31:14 34:23 37:10 |
| interactions 12:16 12:21 | ken 2:16 | laypersons 40:20 | luck 48:10 |
| interest 41:6,19 | kind 12:2 13:3 20:16 22:8,14 | leaving 24:16 | m |
| interested 49:14 | knew 34:21 | led 17:22 26:9 | m 2:9 |
| internal 9:6,16 12:17 14:1 15:5 28:10,19 29:5,12 | know 5:3 6:25 9:14,19 10:21,24 10:25 12:12 13:2 13:4,6 14:5,7,18 | legal 11:8 | machine 27:21 |
| interval 43:25 | 15:1,14,16 17:15 18:4,5,19,20,23 19:5,22 20:18,20 20:25 21:1,2,10 24:5,6,16 25:20 | lender 46:2 | mail 3:11 6:22 7:2 7:5,18 50:7 |
| invisible 35:16 | 27:23 28:1,9,10,14 29:25 30:25 31:13 31:16,24 32:9,20 33:2,10,11,11,13 34:4,8,10 36:24 | level 9:18 24:3,4 30:3 38:14 45:23 46:12 | making 15:18 34:23 37:13 51:8 51:9 |
| involve 13:9 | 37:7,8,8,12,14,16 38:21,22 39:14,16 40:5 41:19 43:2 48:6 | levels 10:21,25 11:2,6 30:2,5 | managers 34:18 45:3 |
| involved 25:17 26:4,5 | knowledge 25:19 26:7 44:25 45:5 45:11,25 46:8 47:12 | lever 27:20,21 | mansell 50:15 |
| irregardless 27:2 | | light 8:22 38:2 | manually 50:5 |
| issue 4:25 20:17 32:1 | | line 14:9 24:17 51:11,14,16,19,21 51:24 52:1,4,6,9 52:11,13,16 | margin 9:22 10:10 11:7,17 |
| issues 8:25 32:7 36:1 | | lines 38:7 | marked 6:23 |
| iteration 31:20 | | literal 33:22 | market 19:17,23 23:21 40:24 41:20 |
| j | | little 17:20 27:5 29:18 38:13 | marketing 16:1 45:8 47:9 |
| jan 7:5 | | llp 2:10 | |
| jason 10:7 17:7 18:6,16 19:4 20:13,14,16 22:2,2 22:3,4 32:8,23 38:6 | | load 43:13 | |
| | | loan 19:12,14,21 26:23,25 37:8 40:22,23,25 41:2,6 41:7,11,15,17,23 | |
| | | loans 28:9 38:6,11 42:10,14,18 | |

[marriage - p&l]

Page 7

| | | | |
|---|--|--|---|
| marriage 49:13 | money 34:19,21 34:22,23,23 35:1 37:13 | neutral 32:16,18 never 11:1 new 1:7 2:16 4:21 10:11 24:16 | offices 50:2,7 offsets 19:18 oh 6:16 okay 5:17,21 6:17 7:3,24 8:10,18 9:9 10:2,15 12:14,23 |
| marybeth 2:3 6:16 | month 43:25 | nick 6:13 northern 1:1 nose 5:25 31:5 notarized 50:6 notary 4:8 52:23 note 8:12 noted 51:4,5 noticeable 30:22 noting 50:4 number 13:17 43:9 numbers 14:4 30:5,10,13,14 36:10 42:16 | okay 5:17,21 6:17 7:3,24 8:10,18 9:9 10:2,15 12:14,23 13:15,24 14:10 15:2,8 19:24 20:4 20:9 21:20 22:11 22:21,25 25:2,8,19 26:8,14 29:21 30:7,23 31:13,18 32:13 33:14 35:2 35:20 37:21 39:2 40:1 43:17 44:14 44:24 45:21 46:19 46:21 47:12,19 48:11 |
| material 46:14 | n | o | once 50:6 ongoing 44:21 operating 11:11 opinion 25:24 34:2 options 27:13 order 5:11 14:13 16:3 ordering 50:9 original 3:16,16 50:8,11 originally 40:22 outcome 49:14 output 35:18 outside 25:18 46:15 overall 12:2 30:13 owing 34:10,11 owned 14:18 ownership 31:16 |
| matter 49:15 | n.e. 2:4 n.w. 2:10 naf 5:8 9:2 10:3 11:15 12:15 15:19 17:21,23 21:12 23:1 24:9 25:24 25:25 26:7 27:7 28:16,24 36:16 38:3 39:3 41:15 41:17 44:6,17,21 46:1,4,15,19 47:10 47:15 naf's 19:9 25:10 25:15 26:17 38:16 45:2,7,13 46:1,10 | o'bradovich 10:7 10:9 12:5,17 13:20 31:11,23 32:4,15 33:16 40:15 oath 4:15 object 7:19 8:7 9:17 10:17 12:9 13:13 15:21 16:5 16:16,24 18:14 20:7 21:14 22:16 24:11 26:19 27:9 29:8 33:18 36:21 38:4,18 39:6 | p |
| mean 10:5,11 11:22 12:2 13:22 14:15 16:19 17:25 18:18 20:13 21:9 23:17 24:14 26:4 27:19,24 29:18 34:8 37:6 46:12 | name 46:24 nasally 6:2 nature 34:24 nda 31:25 32:1 necessary 51:9 need 6:7 16:2 20:22 23:11 24:5 24:17 30:25 needed 14:12 15:20 20:5 21:12 23:9 30:7,15 | obligations 5:6 26:1,18 obviously 29:24 occasions 32:6 ocga 51:7 office 44:2 officer 43:7 | p&l 7:11 9:21 11:22 30:24 33:23 35:4,9,21 36:16,20 |
| meaning 42:13 | nefarious 27:6 | | |
| meeting 7:10,14 8:1 20:19 38:5 | negative 12:16,20 21:11 | | |
| meetings 18:6,13 37:1 | | | |
| mentioned 37:12 37:25 40:14 43:18 | | | |
| merged 46:25 | | | |
| met 44:10 | | | |
| mgibson 2:6 | | | |
| mine 37:7 | | | |
| minute 5:24 31:7 | | | |
| minutes 39:20,24 47:20 | | | |
| miscalculation 30:21 | | | |
| mischaracterizes 16:17,25 22:17 24:12 33:19 | | | |
| mock 11:24 | | | |
| model 7:11 9:7 10:11 11:23 13:2 30:24 35:4,10,23 35:24 36:16,20 37:4,18,23 38:23 38:24 44:17,22 | | | |
| modeling 9:11 | | | |
| moment 6:6 40:23 41:11 | | | |

[p&l - ready]

Page 8

| | | | |
|---|---|---|--|
| 37:4,23 44:17,22 p.c. 2:3 p.m. 48:17 page 3:5,10 7:4 51:11,14,16,19,21 51:24 52:1,4,6,9 52:11,13,16 pages 51:9 paid 37:9 paper 14:4 parcel 22:14 part 7:22 8:4 9:11 22:14 35:23 parties 5:11 49:13 50:9 partition 43:10 partner 32:10 pass 26:5,9 passes 26:6 patty 34:17 pause 20:8 payable 22:23 paying 47:9 pdf 50:5 people 14:25 34:21 36:3 percent 41:6,22,23 percentage 15:15 41:25 perception 17:24 perform 36:8 perlowski 2:9 3:7 4:18 5:1,18 7:19 8:7,11,15 9:17 10:17 12:9 13:13 13:15 15:21 16:5 16:16,24 18:14 20:7,9 21:14 22:16 24:11 26:19 27:9 29:8 33:18 36:21 38:4,18 | 39:6,23 40:2,5,9 40:13 47:1,3,24 48:6,8 50:1 person 8:1 17:10 33:15 36:5 personal 26:3,12 phase 17:20 phrase 44:3 phrasing 40:18 pieces 9:23 28:2,4 piedmont 2:4 place 11:25 14:14 31:25 43:21 plaintiff 1:5 2:2 plaintiff's 6:22 plan 35:21 please 7:6 50:7,13 51:9,9 point 4:22 8:20 14:5,5 17:4,9 19:24 20:20 21:17 25:2 41:2,4 points 41:25 pool 28:7,7 portions 5:9,15 possible 40:10 powerpoint 7:15 7:17,25 prefer 29:25 premium 28:8 preparation 25:20 25:22 46:16 prepare 36:16 37:23 preparing 30:24 35:21 present 2:15 7:11 37:4 presentation 7:25 8:5,5 | presented 7:23 37:20 preslo 7:5 pretty 22:1 29:24 29:25 46:23 previously 4:7,12 price 19:19,20 41:13,14 prices 22:13 pricing 45:14 print 50:5 prior 5:4 privy 47:15 probably 9:19 25:3 31:15 32:17 39:1,24 44:1 procedure 51:7 proceed 17:8 proceedings 48:16 process 39:12 product 43:1 professionals 33:10 46:16 profit 9:1 11:11,11 13:11 28:24 41:4 41:11,13 profitability 9:7 9:10,23 13:2,17 19:25 27:18,19 45:17,20,22 profitable 11:10 45:15 properly 44:7 proprietary 5:8 protective 5:11 prove 38:7 provide 31:12 39:4 provided 16:22 21:23 24:2,25 25:9 28:16,21 | 35:8 36:15 37:22 38:2,17 public 4:8 52:23 purchase 19:12 purpose 43:5 pursuant 5:10 51:6 push 23:15,18 27:18 pushback 17:4 18:22 put 4:24 14:23 42:12 putting 18:25 19:2 puzzle 28:4 q question 7:20 8:17 13:8 14:15 15:1 27:5 28:15,20 40:7 42:24 43:24 questions 5:14,19 6:12 39:25 40:5 42:3 47:2 48:4 quite 37:17 r r 49:1 raise 5:13,20 raised 5:3 46:10 range 29:20 rate 40:24,25 41:8 41:9,19 raw 20:3,5 22:13 23:15 35:18,20,24 36:10,13 42:6,12 42:19 43:8 45:1,6 45:12 reach 15:4 read 50:3 51:2 ready 48:1 |
|---|---|---|--|

[real - september]

Page 9

| | | | |
|--|--|--|--------------------------------|
| real 47:22 | related 14:15 49:12 | 18:19 19:7,9,11 23:4,5 25:10 | row 34:8 |
| realize 25:2 | relationship 21:18 25:6 32:11 | 27:17,25 28:17,21 29:23 30:15 31:12 | rpr 1:17 49:20 |
| really 9:19 10:24 12:10,20 14:3 16:19 31:14 | relative 42:7 | 35:7 39:4 40:16 | rule 51:6 |
| reason 27:23 29:11 51:13,18,23 52:3,8,15 | relying 34:5 | 43:20 45:1,6,12 | rules 51:6 |
| reasons 28:13 51:8 | remember 24:14 38:12 44:8 | review 7:16 50:4 | running 18:4 |
| rebuild 11:22 | remind 24:24 | reviewed 4:20 | s |
| recall 7:12 11:4 34:20,24 37:3 46:19 | rename 14:23 | revisit 8:24 | sale 19:19,19 20:3 |
| recalling 44:7 | report 19:10 28:11 28:23 36:25 | richey 46:22 | 20:5 22:13 23:5 |
| receive 40:15 43:20 | reported 12:18 14:21 22:23 25:17 | rick 11:16 15:13 17:5 18:2 20:15 | 26:23,24 40:16 |
| receiving 43:4 | 25:25 | 20:25 21:5,19,21 | 41:13,14,24 43:20 |
| recess 31:8 40:3 47:25 | reporter 8:11,14 49:6 | 24:18 31:21 34:17 | 45:1,6,12 |
| recollection 7:21 8:9 37:11 38:9 44:5 | reporting 14:1,13 15:5 25:11 29:1 35:17 | right 4:19 5:22 | sand 24:18 |
| record 4:5,24 6:9 6:10 31:9 49:10 | reports 19:11 | 6:20 7:8,14 9:13 | saying 13:4 17:11 |
| records 22:20 | represent 41:22 | 9:15 11:10,13,20 | 18:9 30:11 34:12 |
| recycling 27:4 | request 14:24 | 13:19 14:16,17 | 34:20,25 |
| reed 7:5 44:11 | requested 16:15 16:23 29:23 50:3 | 15:9 16:10 17:8 | says 19:23 |
| reflect 13:10 30:6 | respect 5:7 | 18:10,11,21,22 | scott 1:12 3:3 4:2 |
| reflected 9:1 | responded 31:24 | 19:13 20:11 21:8 | 4:6 6:18 13:15 |
| refresh 6:18 44:5 | responding 42:2 | 23:3,7,11,14,25 | 48:14 49:8 50:1 |
| refusal 31:12 | response 14:6,11 | 25:13 27:20 29:10 | 52:20 |
| regard 4:25 5:12 22:12 | responsibility 50:4 | 30:18 33:6 34:6 | screen 6:19 |
| regarding 46:10 | responsible 10:3 | 34:11,16 35:12,17 | seal 50:8 |
| region 27:19 35:13 45:24 | result 13:3 34:13 43:11 | 35:25 36:3,9,11 | second 31:2 47:23 |
| regional 34:18 45:3 | resumption 4:14 | 38:25 40:5,7 45:16 | secondary 15:25 |
| regionals 35:5,22 | return 25:11,15 26:7 | road 2:4 | seconds 6:5 |
| reimburse 45:8 | returned 50:8,10 | roadblocks 24:7 | secrets 5:8 |
| | returns 26:1 | robin 1:17 49:6,20 | section 5:6 |
| | revenue 15:25 16:3,11,15,23 | role 9:3 24:5 25:13 25:14,22 | see 7:6 23:22,23 |
| | | rollups 45:24 | 26:12 29:19 35:17 |
| | | room 18:7 39:20 | 35:18 41:1,20 |
| | | roswell 50:17 | 42:9,11,17,18,19 |
| | | rough 38:13 | 43:5 |
| | | roughly 44:6 | segment 43:10 |
| | | round 15:12 | sell 19:12,16 41:15 |
| | | routed 15:12 | 41:17 |
| | | | selling 28:8 |
| | | | send 50:9,13 |
| | | | sense 29:2 |
| | | | september 7:10 44:11 |

[set - theme]

Page 10

| | | | |
|--------------------------|----------------------------|---------------------------|-----------------------------|
| set 38:5 49:9,16 | speak 42:4 | substance 51:7 | tax 25:10,11,15,19 |
| sheet 14:4 42:16 | speaking 43:22 | success 32:12 | 25:22 26:1,1,4,7 |
| 42:20 | spearman 1:4 3:12 | sufficient 29:22 | 26:17 |
| shift 17:18 | 3:12 6:14,23,23 | suite 2:4,10 50:16 | taxes 25:18 26:2,3 |
| shifts 23:21 | 44:10 | sum 43:9 | 26:11,11,12,22 |
| short 9:20 | spec 28:7,7 | summation 29:7 | 27:1 |
| shortest 43:15 | specific 28:6 30:11 | super 6:1 9:19 | team 12:6 15:14 |
| sick 22:5 | 30:14,20 32:6 | support 32:23 | 22:23 28:11 34:6 |
| side 32:16,21 | 38:6,11 | supposed 18:4 | technical 9:20 |
| sign 50:3 | specifically 5:13 | sure 5:1 13:7 19:7 | tell 10:15 11:20 |
| signature 49:18 | 13:23 34:25 38:5 | 23:14 30:1 43:23 | 20:14 21:19 30:18 |
| 50:1,11 | 44:2,15 | 44:2 46:23 47:24 | 30:25 31:23 32:5 |
| signed 50:6,8,10 | specifics 11:4 | suspended 4:13 | 37:2 |
| similar 38:15,21 | speculating 16:19 | sworn 4:8 49:9 | ten 38:6,11 39:24 |
| 38:25 44:23 | 31:17 | 52:21 | tension 18:8,11 |
| simple 28:1 34:9 | speculation 21:15 | system 14:17 | 31:22 32:3 |
| simply 35:18 | 26:20 27:10 36:22 | 22:19 35:16 | tenure 46:5 |
| single 42:13 | spent 37:17 | t | terms 40:20 |
| sir 32:14 35:6,11 | spring 44:18 | t 49:1,1 | territorial 31:15 |
| 36:17 40:19 47:11 | ss 49:3 | table 8:4 15:12 | test 23:16,19 29:5 |
| sit 40:7 | start 28:20 | tad 17:19,19 | 30:15 35:24 36:12 |
| situation 36:4,6 | started 5:25 6:1 | take 5:24 6:7 | 38:23 |
| 37:19 | 43:24 | 14:14 28:7 30:25 | testified 4:9 7:9,25 |
| six 17:11 33:24 | state 49:2,7 | 31:3,19 39:17 | 24:8 35:12 |
| 34:1 | statement 4:24 | 42:15 43:8,25 | testimony 8:3 |
| sixth 39:8 | 51:8 | taken 4:13 5:5 | 16:17,25 22:17 |
| small 30:19 | statements 46:2,5 | 31:8 40:3 47:25 | 24:12 33:19 42:3 |
| software 15:6 | 46:7,11,17 | takes 34:1 | 49:10 51:3,7 |
| sold 26:23 27:2 | states 1:1 | talk 9:19 17:21 | testing 29:12 |
| 28:1 | stipulations 4:17 | 20:19 31:24 32:7 | 38:10 |
| solutions 1:7 | stock 41:20 | 34:6 | tests 23:15,17 36:8 |
| somebody 15:4 | stood 33:15 | talked 8:19 10:12 | 36:9 |
| 18:25 19:23 34:20 | stop 31:4 47:9 | 23:20 30:10,13,24 | thank 40:2,10 47:1 |
| 34:25 | street 2:10 | 36:9 43:1 | 47:3 48:4,8,12 |
| someone's 29:16 | strike 11:15 | talking 8:20 11:23 | thanks 8:15 48:13 |
| soon 39:22 48:5 | string 3:11 6:22 | 14:17 22:5,12 | 48:14 |
| sorry 13:14 18:17 | structure 14:20 | 41:16 | thargrove 2:6 |
| 20:8 31:5 41:14 | structured 28:12 | tape 42:11,12 | thefinleyfirm.com |
| 44:13 | submit 46:4 | task 29:12 | 2:6,6 |
| sort 8:24 32:10 | subscribed 52:21 | tasked 9:14 11:22 | theme 12:2 |
| 42:25 | | 30:23 35:3 | |

[thing - words]

Page 11

| | | | |
|--------------------------|---------------------------|---------------------------|---------------------------|
| thing 10:22 22:1 | tool 35:17 45:23 | undersigned 51:2 | volume 1:13 4:3 |
| things 10:22,23 | top 7:4 | understand 42:4,7 | vs 1:6 |
| 15:11 28:5 34:9 | topic 19:6 31:25 | understanding 5:2 | w |
| 34:22,24 37:6,10 | 32:20 33:13 | 10:3,6 11:5,12 | wait 8:16 |
| think 10:20 12:19 | touch 5:23 | 36:18 37:19 | walk 17:22 |
| 13:23 14:16 18:5 | tough 32:20 | understate 27:17 | walls 32:8 |
| 18:8,16 19:16 | trade 5:7 28:12,12 | 27:18 | want 4:23 7:8,16 |
| 20:13,25 21:17 | trading 41:2,21 | united 1:1 | 8:23 11:9 12:11 |
| 24:3,14 26:25 | transcript 3:17 | units 30:20 | 13:2 14:5,22 17:7 |
| 32:19 34:8,21 | 5:10,15 50:4,9,11 | upload 6:13 42:16 | 17:18 19:7 23:21 |
| 35:23 36:4,7,7 | 51:3 | 42:16 | 23:22,23 31:19 |
| 37:6,10,12 38:5,12 | transparency | uploaded 42:12 | 33:10,23,24 38:23 |
| 38:13,24 39:1 | 36:19 38:1,16 | ups 48:7 | 42:19 |
| 41:9 42:14 43:1 | transparent 39:3 | urgent 39:21 | wanted 6:12 8:23 |
| 46:22 47:21 | travis 2:2 4:18 | use 27:6 29:19 | 9:6 10:20 13:5 |
| thinking 39:20 | 48:8 | 39:9,14 43:16 | 14:13 15:2,17 |
| thirds 7:3 | tried 36:5,9 | 46:15 51:9 | 29:11 39:11 41:15 |
| thought 27:2 | trouble 16:10 | useful 35:9 | 41:17,25 43:11 |
| 31:14 37:13 | true 9:1 37:14 | v | wanting 43:5 |
| three 9:21 10:4,9 | 38:1 49:10 | v 2:3 | way 6:1 7:4 9:3,24 |
| 10:22 11:2,6 | trust 21:9 24:10 | validate 29:1 | 11:17 12:6,11,12 |
| 20:19 41:22,23 | 24:19,23 26:15 | value 43:6 | 12:17 13:5,25 |
| 42:14,15,21 | 27:8 | variety 23:17 32:7 | 14:2,13,17 32:9 |
| tie 23:13 | try 36:11 39:9 | 36:7 37:6 | 34:2 35:14 36:12 |
| time 6:7 9:20 | 40:9 | verify 7:17,25 | 41:25 43:10 49:14 |
| 12:15 17:12 19:25 | trying 12:19 13:1 | veritext 50:7 | we've 4:20 5:5 |
| 25:3 32:19 36:2 | 17:6 18:7 24:6 | veritextproduction | 32:1 |
| 37:14,15,18 39:8 | 27:5 36:4 40:15 | 50:14 | wednesday 1:14 |
| 39:13 40:11,23 | 42:4,7 44:4 | version 9:20 19:4 | 3:4 4:4 |
| 41:2,4,12 42:13 | turn 5:25 | 43:15 | week 19:5 |
| 47:16 48:4,12 | turned 33:2 | versus 10:22,22 | weeks 17:13 |
| 50:10 | two 7:3 10:22 | 11:11 12:22,25 | went 20:16 37:10 |
| timezone 44:4 | 17:13 19:16 21:3 | 13:4 29:25 | whereof 49:16 |
| times 10:1 18:9 | 24:15,20 25:6 | video 31:4 | wide 28:24 30:8,8 |
| 32:6 36:24 39:7 | 41:22,22 42:15,22 | view 12:22,22,24 | witness 4:7 5:17 |
| 41:23 | 47:20 | 12:25 | 6:20 13:14 20:8 |
| today 5:14,23 | u | virtual 1:11 3:2 | 31:2,4,7 40:1 47:2 |
| 40:11 42:3,14 | ultimately 17:25 | 4:1 | 48:13 49:8,11,16 |
| 48:12 | 21:9 33:14 45:18 | visibility 9:25 | word 29:16 39:14 |
| told 21:22,25 | unable 16:14 | visible 42:5,7,22 | words 39:10 41:15 |
| 24:22 36:24 | | | 43:6 |

[work - years]

Page 12

work 14:25 18:4,7
18:9,10 20:15
22:3,8,10 34:1
36:6

worked 36:5

worries 31:6

worth 19:24 27:1

27:3 41:3

written 46:14

x

x 41:21

y

yeah 6:7 22:22

28:14 31:3 32:19

33:21

year 41:7,19 46:2

years 44:9

Federal Rules of Civil Procedure

Rule 30

(e) Review By the Witness; Changes.

(1) Review; Statement of Changes. On request by the deponent or a party before the deposition is completed, the deponent must be allowed 30 days after being notified by the officer that the transcript or recording is available in which:

(A) to review the transcript or recording; and

(B) if there are changes in form or substance, to sign a statement listing the changes and the reasons for making them.

(2) Changes Indicated in the Officer's Certificate. The officer must note in the certificate prescribed by Rule 30(f)(1) whether a review was requested and, if so, must attach any changes the deponent makes during the 30-day period.

DISCLAIMER: THE FOREGOING FEDERAL PROCEDURE RULES ARE PROVIDED FOR INFORMATIONAL PURPOSES ONLY.

THE ABOVE RULES ARE CURRENT AS OF APRIL 1, 2019. PLEASE REFER TO THE APPLICABLE FEDERAL RULES OF CIVIL PROCEDURE FOR UP-TO-DATE INFORMATION.

VERITEXT LEGAL SOLUTIONS
COMPANY CERTIFICATE AND DISCLOSURE STATEMENT

Veritext Legal Solutions represents that the foregoing transcript is a true, correct and complete transcript of the colloquies, questions and answers as submitted by the court reporter. Veritext Legal Solutions further represents that the attached exhibits, if any, are true, correct and complete documents as submitted by the court reporter and/or attorneys in relation to this deposition and that the documents were processed in accordance with our litigation support and production standards.

Veritext Legal Solutions is committed to maintaining the confidentiality of client and witness information, in accordance with the regulations promulgated under the Health Insurance Portability and Accountability Act (HIPAA), as amended with respect to protected health information and the Gramm-Leach-Bliley Act, as amended, with respect to Personally Identifiable Information (PII). Physical transcripts and exhibits are managed under strict facility and personnel access controls. Electronic files of documents are stored in encrypted form and are transmitted in an encrypted fashion to authenticated parties who are permitted to access the material. Our data is hosted in a Tier 4 SSAE 16 certified facility.

Veritext Legal Solutions complies with all federal and State regulations with respect to the provision of court reporting services, and maintains its neutrality and independence regardless of relationship or the financial outcome of any litigation. Veritext requires adherence to the foregoing professional and ethical standards from all of its subcontractors in their independent contractor agreements.

Inquiries about Veritext Legal Solutions' confidentiality and security policies and practices should be directed to Veritext's Client Services Associates indicated on the cover of this document or at www.veritext.com.